

Bridgnorth Monitor Farm meeting report

Meeting 8: Designing a profitable rotation

Speakers: Tom Yewbrey (Senova), Sam Deane (Premium Crops), Adrian Matthews (Savills)

Date: 7 November 2017

Location: Norton Village Hall, Norton, Shropshire
TF11 9EQ

For more information, visit: cereals.ahdb.org.uk/bridgnorth



Meeting summary – key messages

- Triticale is an undervalued crop with many advantages to growing it. The potential drawback is the lack of end market for the crop
- It is possible to grow niche crops to add value to your rotation. It is important to be assured of the end market before establishing the crop
- When designing a rotation, challenge yourself on whether you can grow the crop for less than the charge of a contractor. If not, then why?

Harvest 2017 – YEN update

YEN Entry – feed wheat

Cost per hectare	Feed wheat (Farm standard)	Feed wheat (YEN)
Yield	8.171	8.655
Seed	54.46	54.46
Fertiliser	151.36	202.72
Fungicides	104.75	105.33
PGRs	7.06	7.06
Herbicides	58.2	58.2
Trace elements	5.34	5.34
Variable costs	381.17	433.11

YEN entry – oilseed rape

Cost per hectare	OSR (Farm standard + trace element)	OSR (Farm standard)	OSR (YEN)
Yield	4.297	4.233	4.94
Seed	60.92	60.92	60.92
Fertiliser	128.22	128.22	148.25
Manure	64.26	64.26	64.26
Fungicides	65.12	65.12	65.12
Molluscicides	6.3	9.6	6.3
Herbicides	80.94	81.08	81.03
Trace elements	10.67	2.88	10.67
Variable costs	355.51	351.16	375.63

Growing triticale

Why grow triticale?

- Can withstand a low input strategy
- Diversity of markets (feed grain, AD, ethanol, whole-crop silage)
- Drought tolerant – performs well on light land
- Has potential to out yield wheat as a grain crop

Barriers to growing triticale

- Grain buyers buy at discount
- Storage and handling problems
- Can struggle to establish an end market for the crop

Growing niche crops

- Understand the specific needs of a particular end market
- Be assured of that market BEFORE the crop is sown
- Select the right genetics from a wide range of varieties to best deliver those specific needs
- Choose the right contract for the crop and you
- Have confidence that the crop will be stored and processed to the end user's specifications

Building a profitable rotation

When designing a rotation growers should consider:

- What cash does my business need before I start farming?
- What fixed costs do I need to pay regardless of what farming I do?
- Different rotations generate different net margins
- Work out the opportunities or constraints to define which rotations are possible or not
 - Soil type
 - Topography
 - Field size
 - Previous cropping
 - Working capital
 - Capital ingoings
 - Farm infrastructures
- Make your decisions based on average yields and average gross margins
- Key considerations for gross margin
 - Yield
 - Workload
 - Harvest timing
 - Storage and selling
 - Straw requirements
 - Organic matter measurement – sustainability

Find out more

Rotations

[Rotations and your crOPTIONS](#)

[Introducing livestock to arable rotations](#)

[Opportunities for cover crops in conventional arable rotations](#)

[Futures markets](#)

For more information on markets, visit cereals.ahdb.org.uk/markets

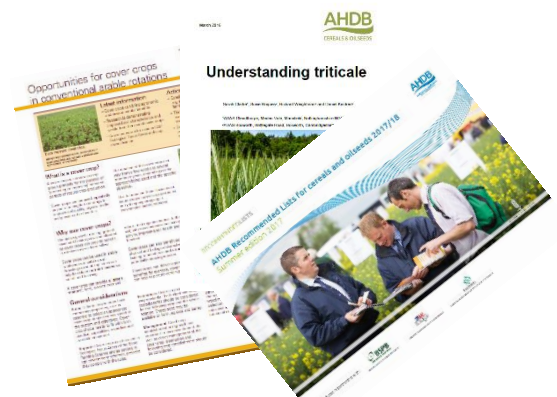
Triticale

[Understanding triticale](#)

[AHDB Recommended Lists for cereals and oilseeds 2017/18](#)

YEN

[Yield Enhancement Network](#)



Next meeting


Date: 5 December 2017

Topic: Benchmarking/ risk management (closed meeting)

Time: 10.00–13.00

Location: Norton Village Hall, Norton, Shropshire, TF11 9EQ

For more information contact:

E: richard.meredith@ahdb.org.uk M: 07717 493015  [@Cereals_West](https://twitter.com/Cereals_West)

To find out more about Farmbench, AHDB's benchmarking tool, contact: Megan Loynes

E: megan.loynes@ahdb.org.uk M: 07815 600240

While the Agriculture and Horticulture Development Board seeks to ensure that the information contained within this document is accurate at the time of printing, no warranty is given in respect thereof and, to the maximum extent permitted by law, the Agriculture and Horticulture Development Board accepts no liability for loss, damage or injury howsoever caused (including that caused by negligence) or suffered directly or indirectly in relation to information and opinions contained in or omitted from this document. Reference herein to trade names and proprietary products without stating that they are protected does not imply that they may be regarded as unprotected and thus free for general use. No endorsement of named products is intended, nor is any criticism implied of other alternative, but unnamed products.

AHDB Cereals & Oilseeds is part of the Agriculture and Horticulture Development Board (AHDB)

© Agriculture and Horticulture Development Board 2017